



Unilever Trading Statement - Third Quarter 2023

Solid Q3 results and action plan to drive growth and unlock potential

(unaudited)	Third Quarter 2023			Nine Months 2023		
	USG	Turnover	vs 2022	USG	Turnover	vs 2022
Unilever	5.2%	€15.2bn	(3.8)%	7.7%	€45.8bn	0.4%
Beauty & Wellbeing	7.4%	€3.1bn	(4.9)%	8.5%	€9.4bn	3.7%
Personal Care	8.0%	€3.6bn	(2.2)%	9.8%	€10.5bn	3.7%
Home Care	5.3%	€3.1bn	(4.1)%	7.3%	€9.3bn	0.5%
Nutrition	5.6%	€3.2bn	(2.4)%	8.7%	€9.9bn	(5.7)%
Ice Cream	(2.8)%	€2.2bn	(6.5)%	2.8%	€6.7bn	0.7%

Third quarter highlights

- **Underlying sales growth of 5.2%** with 5.8% price growth and (0.6)% volume decline
- **Underlying price growth continues to moderate as inflation eases**, with underlying volumes now positive in Beauty & Wellbeing, Personal Care and Home Care
- **Turnover decreased (3.8)% to €15.2 billion** with (8.0)% from currency and (0.6)% from disposals net of acquisitions
- **Our billion+ Euro brands**, accounting for 56% of Group turnover, delivered underlying sales growth of 7.2%, with 5.7% price growth and 1.4% volume growth, led by strong performances from **Dove, Hellmann's, Rexona** and **Sunsilk**
- **Our 2023 outlook remains unchanged** with underlying sales growth above 5% and a modest improvement in underlying operating margin
- Today we set out an **action plan** focused on: faster growth, greater productivity and simplicity, powered by a stronger performance culture. These targeted actions will **address the gap between our past performance and potential**, delivering improved value creation

Chief Executive Officer statement

"Unilever is a company with strong fundamentals: a portfolio of great brands used by 3.4 billion people each day, number one or two category positions across 80% of its turnover, an unrivalled global footprint, and a team of talented people.

Despite these strengths, our performance in recent years has not matched our potential. The quality of our growth, productivity and returns have all under-delivered.

Today we are setting out our action plan to close this gap. We will drive faster growth by stepping up innovation and investment behind our Power Brands; we will drive simplicity and productivity, leveraging the full strength of our operating model; and we will sharpen our performance culture through strong leadership and stretching goals.

I am excited about what we can achieve by delivering on these three priorities, as we focus on unlocking Unilever's full potential in the months and years ahead."

Hein Schumacher